

Exam SPP Objectives Pdf & SPP Practice Exam Fee

Quiz 4: SPP Doc. 202

Part 1: Multiple choice.

1. In this phase of the regular design service, the architect prepares the initial line drawings representing design studies that will lead to a recommended solution
 - a. Project definition phase
 - b. **Schematic design phase**
 - c. Design development phase
 - d. Predesign phase
2. Is it the duty of the architect to review the contractor's billings and issue Certificates of Payment during the regular design service?
 - a. **Yes, this is part of the regular design service**
 - b. No, this is not part of the regular design service
 - c. Only if the architect will be hired to perform construction management services as well.
 - d. Both B and C
3. How many sets of drawings should the architect give to the client as part of the regular design service?
 - a. 3 sets
 - b. 5 sets
 - c. **7 sets**
 - d. 9 sets
4. Once the architect has completed the detailed design and contract documents phase, the architect is entitled to collect how much of his fee?
 - a. 100%
 - b. **90%**
 - c. 85%
 - d. 70%
5. In which phase of the regular design service does the architect prepare the outline specifications?
 - a. **Design development**
 - b. Contract documentation
 - c. Schematic design
 - d. Predesign
 - e. Project definition

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IASPStrategy Planning Professional Exam Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which of the following is MOST responsible for changing organization culture to better align it with a new strategy?

- A. Consultant retained to lead the effort

- B. Chief executive officer and the senior management team
- C. Planning team
- D. Human resources department

Answer: B

Explanation:

The chief executive officer (CEO) and senior management team hold primary responsibility for changing organizational culture to align with new strategic directions. Their leadership behaviors, decisions, and communications set the tone and expectations that influence culture. The IASP SPP framework emphasizes that cultural transformation requires visible and sustained commitment from top leaders who model desired values and allocate resources accordingly. While HR and consultants can facilitate initiatives, the authority and influence of senior leadership are essential to embed cultural change and ensure organizational-wide adoption. #IASP SPP Study Guide - Culture Change##Kotter, Leading Change#

NEW QUESTION # 32

When should the chief executive, senior management team, and the planning department begin addressing potential obstacles to implementation of the strategic plan?

- A. During the operational/business unit planning steps
- B. At the formal kickoff of the strategic plan implementation
- C. During the current state assessment step in strategic planning
- D. At the formal kickoff of the strategic planning process

Answer: C

Explanation:

Addressing potential obstacles early during the current state assessment phase allows organizations to proactively identify risks and challenges before formal planning or implementation begins. This foresight enables development of mitigation strategies and contingency plans embedded into the strategic plan. The IASP SPP curriculum highlights integrating risk assessment throughout the planning lifecycle to enhance resilience and reduce surprises. Waiting until kickoff or operational planning limits flexibility and responsiveness, increasing the likelihood of delays or failure. #IASP SPP Study Guide - Risk Management##PMI, PMBOK Guide#

NEW QUESTION # 33

Which of the following LEAST contributes to customer value?

- A. Anticipating and adjusting for the psychological cost of the product to the customer
- B. Enticing customers to participate in surveys
- C. Providing customer appreciation
- D. Providing a caring customer service

Answer: B

Explanation:

Customer value is primarily created through appreciation, empathetic service, and reducing psychological costs such as effort or anxiety in purchase/use. While customer surveys can be useful feedback mechanisms, simply enticing participation without delivering value or acting on feedback contributes least to customer value. The IASP SPP curriculum highlights that authentic value creation focuses on improving experience and meeting customer needs, not on administrative tasks like survey solicitation. #IASP SPP Study Guide - Customer Value##Pralhad & Ramaswamy, Co-creation of Value#

NEW QUESTION # 34

Which of the following is the BEST approach to getting buy-in and continuous engagement from stakeholders?

- A. Ask stakeholders who are against the change what is needed to get their support
- B. Find ways to bypass the support of stakeholders
- C. Invite key stakeholders to attend an initial planning session to discuss the change
- D. Tell stakeholders who are against the change that they do not have a choice

Answer: A

Explanation:

The best approach to secure buy-in and sustained engagement is to ask stakeholders who oppose the change what would be needed to gain their support. This inclusive and collaborative approach uncovers concerns, facilitates dialogue, and fosters ownership. The IASP SPP curriculum emphasizes that engaging dissenting voices and addressing their needs strengthens commitment and reduces resistance. Authoritarian or exclusionary approaches risk alienation and failure of change initiatives. #IASP SPP Study Guide - Stakeholder Engagement##Kotter, Leading Change#

NEW QUESTION # 35

How are key stakeholders identified?

- A. Identify organization's highest lifetime value customers
- B. Consider the list of the board of directors
- **C. Consider those who are most affected by and able to affect the outcomes**
- D. Identify the major corporate shareholders

Answer: C

Explanation:

Key stakeholders are identified by considering those individuals or groups who are most affected by and have the ability to influence the outcomes of a project or strategic initiative. This broad perspective ensures inclusion of all critical parties, internal or external, that can impact success or failure. The IASP SPP curriculum emphasizes the importance of comprehensive stakeholder analysis for effective engagement, risk mitigation, and support. Limiting focus to boards, customers, or shareholders alone misses other important influencers such as employees, partners, or regulators. #IASP SPP Study Guide - Stakeholder Analysis#
#Freeman, Strategic Management#

NEW QUESTION # 36

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